

JAPANESE PRODUCE ALUMINUM WARE

Gets Raw Material From U. S. and England.

Although the aluminum industry is now well established in Japan, most of the forty-four manufacturers conduct business on only a small scale, chiefly for home consumption, states a recent article in the *World Salesman*. The variety of articles manufactured is comprehensive, including all kinds of cooking utensils, candlesticks, pipes, glass cases, alcohol lamps, army canteens, bottles, and various kinds of castings. Japan is entirely dependent upon the United States and England for raw material in connection with this industry.

NEW CHINESE MINISTER.

PEKING, Sept. 1.—Ex-Chinese Minister to France, Hu Wei-tel, an experienced diplomat, has accepted the appointment of the post of Chinese Minister to Japan. Mr. Hu is not a member of any of the Chinese factions.

JAPAN IMPORTING AMERICAN STEEL

Shipbuilding Cost Continues High Because of Heavy Price of Materials.

TOKYO, Sept. 1.—While the financial reaction in Japan has caused a considerable decline in the price of iron and steel, shipbuilders are depending for the most part on America and Great Britain for supplies of the metals. The depression of the iron and steel market is due partly to the fact that the present slump is peculiar to it, and prices of iron and steel in Great Britain and America continue quite high.

It is estimated that it will cost about \$140 a ton to import steel plates from America, including freight, insurance and customs duties. When a ship is built with this steel plate, the cost of construction, including the cost of the steel, amounts to about \$125 a ton of ship. One ton of steel is sufficient to build about three tons of ship.

Except in the case of those who are compelled to accept a very small margin of profit, the builders cannot accept orders except over \$150 a ton. The cost of building ships is not lower in other countries.

According to authentic information British shipbuilders are now all busy with the replenishing of the fleet depleted during the war, and it will take two or even three years before a foreign order can be executed. Moreover, according to the latest estimate, there is no inducement in regard to price. The latest quotation is said to be \$160 a ton.

Taking into consideration the cost of building ships in Japan and abroad, it may be said that the intrinsic value of ships is not less than \$150. However, the quotation on the open market in this country is far lower than that figure. The shipbuilders who are financially substantial are not only unable to build any new ships, but they are trying hard to change the ships now in their possession into cash. Their desire is, of course, due to the depression of the shipping market, which shows no sign of any early improvement. Under the circumstances prices now quoted for merchantmen in this country range from only \$100 to \$115.

While orders for the construction of new merchantmen have almost entirely disappeared, except those of some special companies, repairs have also decreased. This is due to the fact that the present depression of the shipping market has in some cases made it more profitable or less unprofitable for the shipowners to tie up their ships and thus avoid working expenses than operate their ships at very low freight rates which are scarcely sufficient to cover expenses. If ships are to be tied up, it is not necessary to make repairs, and for this reason the repairing call on the dockyards has fallen off.

Such being the case, the shipbuilding industry is generally depressed. Smaller concerns are involved in considerable and increasing difficulties, but all the leading builders will be busy until the middle or the end of next year. Perhaps the Mitsubishi Shipyard has the largest orders in hand, having been entrusted with the construction of three freighters of 10,000 tons each for the Nippon Yusen Kaisha; a freighter of 5,000 tons and two other freighters for the Osaka Shosen Kaisha, and a freighter of 10,000 tons for the Toyo Kisen Kaisha. The Yokohama Dockyard is to build five steamers of 10,000 tons each and one of 5,000 tons for the Nippon Yusen Kaisha. The Uraga Dockyard and the Osaka Iron Works, it is understood, also have pretty large orders in hand. Another source of relief for the leading shipbuilders is the construction of some war ships which will be entrusted to them by the naval authorities.

CHINESE TROOPS RIOT.

Brigade of Frontier Advance Forces Mutiny.

TUNGCHOW, Aug. 25.—A brigade of the Frontier Advance Forces mutinied here last night when the announcement was made that this force would be demobilized as a part of demobilization of the Chinese army.

The city was the scene of wild disorder as the troops went through the streets firing their guns, robbing stores and houses and setting fire to buildings as they went. Detachments of Chinese regulars finally restored order, but some of the mutineers escaped toward Peking to continue their work of destruction. Protection for the city was secured by closing the gates.

ELECTRICITY FOR MUKDEN.

Plan to Build New Railroad Is Deferred.

MUKDEN, Sept. 3.—The South Manchuria Railway Company will ask the Government for \$145,000 during the next fiscal year to supply electricity to Mukden from Mushi, where there is an ample supply of current. The estimates will be presented for the next session of the Diet.

Some time ago it was proposed to build an electric railway in Mukden, but the scheme miscarried owing to inability to reach an agreement satisfactory to the local Chinese authorities. The present plan is to supply electricity to Mukden from the Mushi coal mines to enhance the prosperity of the city, preliminary to the building of an electric railway.

NEW WAR ON OPIUM TRAFFIC.

Philippines Acquire Submarine Chasers for a Roundup.

MANILA, Sept. 1.—Two submarine chasers have been acquired by the Government of the Philippine Islands from the United States Navy to wage war on the opium traffic in Mindanao and the Sulu Archipelago. They are 100 feet over all, and are equipped electrically with triple engines, giving them a speed of twenty-five knots.

More craft will be ordered, according to customs officials here, if these prove successful in running down opium smugglers.

TO START CHAIN OF HOTELS.

700 Room Structure Will Be Built in Shanghai.

Announcement is made in the *North China Daily News* of the plan to establish a chain of hotels to accommodate Europeans in the Orient, starting at Shanghai with the erection of a 700 room modern building, costing about \$3,000,000, to be followed by hotels in Yokohama, Peking, Hongkong, Hankow and other principal cities frequented by Europeans.

Of Shanghai's population 2,000,000 are Chinese and 30,000 Europeans, and the city is rapidly growing as trade develops.

COREAN RICE CROP GOOD.

SEOUL, Sept. 26.—Although the transportation of rice seedlings this year in Korea was generally delayed on account of the long continued drought experienced during May and June, heavy rainfalls during the summer months have enabled farmers to carry it out in a satisfactory way. According to an official investigation, this year's crop should show an increase over last year's.

TO TAX AMERICANS FOR CHINESE RAILROAD

Proposal Made for South Manchuria Zone.

MUKDEN, Sept. 1.—With reference to the question of taxation of American residents here which has been pending since last winter between the American residents in the South Manchuria Railway zone and the railway company, the American Consul here has proposed that the American residents share the railway expenditures to the amount of 12 per cent, as in the case of the Shanghai settlement, on the ground that while the American residents enjoy the benefits arising from the railway, they do not benefit to the same extent as the Japanese.

It is fully expected that the railway company will accept the proposal, although no formal settlement of the case has yet been reached.

PHONOGRAPHS NOW POPULAR IN CHINA

French Machines Favored Because of Lower Price—Japanese Have Eye on Market.

When phonographs first appeared in China the great introductory appeal was made through the well known listening dog, and the practical Chinese immediately asked: "Why spend so much money to entertain a dog?"

But times have changed, and throughout all of the Orient phonographs are in constant use and their distribution is almost as general as that of sewing machines and even more general than that of soap and matches.

Concerning phonographs in Manchuria Consul-General Pontus says: "Phonographs are now well known and popular throughout this district, and their sale would be greatly extended if the manufacturers and foreign importers would handle and push the trade themselves instead of leaving it to Chinese middlemen. The Chinese use phonographs not only for purposes of entertainment, but also to install them in shops to attract customers by playing well known and popular pieces of native music. When a native shop is opened the phonograph plays a prominent part in the ceremony. On the public streets, in tea houses and other places of public entertainment men carry instruments and records on their backs, offering to play records for a very small fee. A French machine finds a ready sale in this market and is well known among the Chinese for its good quality. A few American machines are to be found in the local stores but owing to the rather high prices do not find a ready sale. A few years ago an endeavor was made to introduce machines of Japanese manufacture to the local market, but without success. In spite of the favorable terms offered, owing to the inferiority of the instruments and the comparatively high prices asked, because of a very small foreign population there is little or no demand for the higher priced cabinet machines. The most popular styles of instrument among the Chinese are those of the standard variety of medium size, with horn, using disk records. No doubt a cheap cabinet phonograph would also find a ready sale. Double records are the only kind in demand and these must be of native, popular, and patriotic music, either vocal or instrumental. Records containing dialogues on educational subjects are in demand among the students. Records intended to be used in North China and Manchuria must be in the northern dialects, as southern dialects are quite unintelligible to the people of the North."

Permission could readily be obtained for demonstration purposes in various local stores or premises on a main thoroughfare might be rented for the purpose. Since the class of people who can afford to buy phonographs are all able to read, literature printed in Chinese could be distributed and posters used in order to attract public attention. Phonograph machines were sold on cash payments of about 20 per cent, the balance in monthly installments, undoubtedly many people would buy instruments who now feel they cannot afford to pay all at once. It would be advisable to include a certain number of records with every machine sold. A good stock of records should be kept on hand either in Mukden or some nearby distributing center."

HEADS TSINGHUA COLLEGE.

Dr. King Pang-heng, Cornell Graduate, Appointed President.

PEKING, Sept. 1.—Dr. King Pang-heng, a graduate of Cornell University, class of 1914, and president of the Peking Agricultural College since 1915, has been appointed president of the Tsinghua College, the school founded and maintained by the American portion of the Boxer indemnity.

The appointment of Dr. King is highly satisfactory to the Chinese Government to the American Legation and to the faculty and students of Tsinghua College. All believe that the friction of last winter between the Government and the students has been smoothed over by this appointment.

NEW ZEALAND SHORT OF COAL.

Information received from Sydney states that 12,300 tons of coal went to Chile and 4,100 tons to Peru from the port of New Zealand, while 100 tons of coke were shipped from Sydney to Valparaiso, during the month of August. Inasmuch as the coal supply of New Zealand is low and application has been made to the Government for a regular allowance, it is believed that an embargo may soon be placed on exports of coal.

The establishment of a service embracing every phase of transport would undoubtedly to a certain extent the suggestions under "headquarters" in that, with such a service headquarters might possibly be situated in one of the central islands. The first line of transport would be to general headquarters from the point of manufacture; the second line of transport would be from general headquarters to subheadquarters; the third line of transport would be from subheadquarters to the various depots, where such have been established, and to the trading stations controlled by subheadquarters. The steamers comprising the second line of transport would carry on some of the third line work, but much of it would be done by auxiliary schooners.

"The collection and transport of island produce would be just the converse of that applying to manufactured goods. Produce would be collected by the steamers, or, whenever necessary and desirable, by vessels specially provided for the purpose."

"The merchandise needed for island trading comprises almost every class of goods known to civilized communities. The different localities is imperative. The buyer should have a wide knowledge of sources of supply, and his department of purchases—their origin, prices, etc.—which should be kept up to date with notation of market prices, together with information and criticisms from the islanders, comparisons, etc. Every subheadquarters should carry stocks well above the prospective requirements, and should be so located that voyages to them from the islands in their territory can be made in the shortest possible time."

"Copra, pearl shell, trochus, coffee, lime juice and beche de mer are among the more common island produce. Lines grow on nearly all islands, and a much larger trade could be done in this commodity than is done now. Phosphate of lime may possibly be found in some of the islands, and the present known deposits should be the only ones of its kind. Phosphate is outside the ordinary range of trade, but nevertheless a possibility to be considered. An interisland trade in fresh fruit and vegetables could be made to pay, and is a first class channel for new business."

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JAPAN-PORTUGAL TRADE PACT.

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It has also been arranged to exhibit Portuguese samples in the Osaka Commercial Museum.

PACIFIC ISLANDS LOOM IN TRADE

Products of the Tropical Seas Grow in Importance to the Northlands.

SYDNEY, Sept. 1.—The islands of the South Pacific are steadily increasing in importance to Australian commercial interests. Recent publication of the islands' trading statistics indicate that it would be worth the attention of the government to consider the conditions governing general trading situations in the islands.

One of Sydney's leading business men has made an extensive survey of the situation declares that in considering trading conditions in the South Pacific islands it should always be remembered that conditions and customs vary in different localities and at different times, and again as regards different classes of produce. Generally speaking, however, and from the very nature of island trading, trade is carried on on individual islands by resident traders, who either deal with visiting trading schools, or are usually supplied by trading schooners which visit them at uncertain periods or through resident native traders. Considerable caution, however, is necessary in the latter method, which may be regarded as the "retail" of the island commercial life. The "wholesalers" are firms that either import or export on their own account.

Business View of the Islands.

A recent authoritative review of the situation on the islands says: "Except in the case of one or two firms, which have not by any means captured the whole of the Pacific, and whose territory is easily opened to invasion, organized business among the islanders is an exception rather than a rule, and unless conditions have altered almost beyond possibility in the last few years, with systematic penetration, transport supply and control most satisfactory results commercially are assured."

"The essential departments in such a business will be (1) buying, (2) disposal of produce, transport, etc., and (3) trading. The first two departments should be located away from the islands and call for expert administration. Especially is this so with regard to buying. Almost every description of merchandise is dealt with in island trading, but whereas the requirements in hardware, for instance, are very much those of other peoples', other lines, especially clothing, must be just to the native idea or they are useless. The native will spend freely for what he wants, but will not take what he does not suit his fancy; hence the importance of this department."

Transport calls also for careful handling. To firm entering into the island business proposes to own the vessels necessary for that business transport difficulties are considerably reduced. Otherwise the question of adequate transport is vital, and this not because of the conditions existing as the outcome of the late war, but because it is the point, if any, at which rival firms are most likely to hit, and aggressive rivalry may certainly be expected.

"The third department, the organization, control and maintenance of the actual trading, however, is that upon which the ultimate success or otherwise depends, and if the venture is to be brought to the most successful result, the question of management must be regarded as general manager. The questions of buying and transport call for experience and ability beyond the usual range of island business. It is necessary to be subordinate to those of the third department, and their leaders must be men big enough to recognize this and act accordingly."

"The ideal location for the general headquarters of an island trading business is either Sydney, N. S. W., or Auckland, N. Z. The latter is geographically the better, but the former, on account of superior shipping facilities, is probably better from the general standpoint."

Subheadquarters would be situated at convenient spots in the islands and would each control the trading operations of the area assigned to them and attend to the details of management. It may appear that the idea of trading as a whole could be conducted from general headquarters, but such will not prove to be the case, as the area will not take what he does not suit his fancy; hence the importance of this department."

Need of Transport Service.

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JAPAN TO ADOPT THE JURY SYSTEM

Next Session of the Diet to Consider Law.

TOKYO, Sept. 1.—The adoption of a jury system in the Japanese law courts, for which an agitation has been carried on by lawyers for several years, is likely to become an accomplished fact before long. Announcement has been made that the Government has completed the draft jury system law, which it proposes to introduce in the next session of the Diet.

One of the most important points on which no decision has been made concerns the method of determining the qualifications of those who are to serve as jurors. It is advocated by some that all the men who have graduated from the middle schools be qualified to serve, while others contend that the number of those who had graduated from the middle schools is but little more than 200,000 throughout the country. When officials and lawyers are deducted, there will be too small a number left and may prove inadequate for the requirements.

WIDENING KUKO RIVER.

Reconstruction work on the Kuko River, near Kobe, has been begun. The river will be widened from 510 to 810 feet. Concrete embankments will be built on each side. About two years will be required to finish the work.

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